

# Paul E Stansen, APC

June 25, 2020

Attorney ▪ Realtor-Broker

## Mortgage Default

You Have **OPTIONS** but **MUST ACT** »

Some Foreclosures Suspended 📅 3/22/20

Cash flow challenges may affect your ability to service mortgage payments & other debt for any number of reasons. We'll help you **explore / act** quickly & decisively on realistic **KEEP** or **LEAVE OPTIONS**:

- Forbearance
- Cure-Reinstatement
- Repayment
- Loan Modification
- » **Short Sale** »
- Deed in Lieu & Foreclosure

## Realtor | Attorney

Commercial & Hotel Loans/Financing



We bring a depth of vision, expertise & action with **focus on**:

- frequent, clear **communications**,
- superior **negotiation skills**,
- **legal / tax / practical advice**, &
- **informed** decision-making.
- **Traditional Sale Brokerage Services** »
- **Commercial Loans** »

I involve you in every step of representation to **bring about the desired results**.

## Tax on Capital Gains

Long Term Ownership

We help clients make decisions about paying, deferring or eliminating tax on capital gains. Our Team confidentially gathers, reviews, discusses & then implements sound real estate sales, estate planning, and tax strategies.

- The « **Silver Tsunami** »
- « **DEFER** or **ELIMINATE** »
- **SENIOR** Real Estate Specialist
- List, Market, Sell, Buy

» Full Brokerage • Legal Services »

[www.STANSEN.com](http://www.STANSEN.com)

## PROFESSIONAL LICENSURE

1984 - **13821** Attorney – Colorado  
1993 - **165037** Attorney - California  
1986 - **00923138** ▪ Real Estate Broker California Department of Real Estate  
2018 - **100078181** ▪ Real Estate Broker Colorado Division of Real Estate

I focus on real estate and business-related matters with a concentration in:

1. transactional support — contract drafting & negotiations relating to residential & commercial properties sales and leasing
2. commercial loan brokerage with a concentration in hotels, industrial + hard money lending
3. foreclosure matter and financial **DISTRESS SPECIALIST ... SHORT SALES** (residential and commercial properties)
  - assist borrowers approaching or actually in foreclosure
  - comprehensively, precisely analyze borrowers diminished financial position
  - negotiate lender workouts aimed at mitigating legal & tax liability exposures
4. forensic accounting, auditing, economic & statistical studies
5. analysis of broker performance (broker custom & practice)
6. assessing relative strengths & weaknesses of legal positions – dispute resolution through leverage & litigation

In the end, I promote informed decision-making for all clients. I collaborate with other professionals (real estate brokers, attorneys, CPAs) to shape files for seller, buyer, lender negotiations. The findings I make, and strategies I recommend, enable all participants to decide how best to improve their situation, from top to bottom, and maximize their role and influence over future events. With 30+ years' experience comes expertise that provides my clients with full service comprehensive representation.

OUR AIM IS ALWAYS TO HELP OTHERS MAKE INFORMED DECISIONS!

1187 Coast Village Road # 1-701, **Montecito**, CA 93108 ▪ 26500 Agoura Road # 545, **Calabasas**, California 91302  
Office **888-529-6632** | Fax 818-332-4238 - [www.STANSEN.com](http://www.STANSEN.com) ▪ [PAUL@STANSEN.COM](mailto:PAUL@STANSEN.COM)  
**Attorney** CO 13821 ▪ **SBC#** CA 165037 - **Broker** DRE# CA 00923138 ▪ CO 100078181